Confirmation is unanimous

Ruckelshaus vows a 'clean' EPA

WASHINGTON. — The EPA of William Ruckelshaus will be an agency above suspicion, President Reagan's choice to succeed ousted administrator Anne Burford told a Senate confirmation panel last week.

"There will be no 'hit lists.' There will be no big-P political decisions and there will be no 'sweetheart deals,'" said Ruckelshaus, the man who originally organized the EPA. He testified before the Senate Environment and Public Works Committee.

But, he said, neither will there necessarily be a swaying from the Reagan Administration's efforts toward deregulation.

"The letter and spirit of the laws EPA is chartered to enforce will be enforced faithfully," Ruckelshaus said, "but in those instances where I think it appropriate, I will recommend changes."

In two days of testimony before the committee that has major oversight responsibility for nearly every environmental law on the books, Ruckelshaus never swayed from that basic message.

And while certain senators were not entirely comfortable with it, confirmation for the man who resigned from the Nixon administration rather than fire Watergate prosecutor Archibald Cox seemed a certainty. Indeed, at press time, the committee was voting unanimously for his confirmation.

Ruckelshaus takes over an agency that is by all accounts in disarray and one in which morale has been damaged by the management style and philosophical bent of an administration that placed ideology and allegiance to its deregulation goals before professional experience or managerial skills.

He told the Senate committee he was daily being "swamped" by offers of help from former EPA officials and that he felt sure the agency would soon again warrant the public confidence it had in the first 10 years of its existence.

Ruckelshaus said he had been assured by President Reagan that he will have complete autonomy to do his job but that he also recognized that he is a member of the Administration.

Pressed by Chairman Robert Stafford, Vermont Republican, over the autonomy issue, Ruckelshaus said, "There are some lines over which I will not step," adding, though, that he had been assured that such a situation would not arise.

Ruckelshaus said he would not report to Interior Secretary James Watt, the chairman of the Cabinet Council on Natural Resources, as former administrator Burford did, and he reassured the committee that, if need existed, he could see the President "within 24 hours."

Ruckelshaus said he was divesting himself of all his corporate interests and that he would disqualify himself in all instances where his former corporate involvement might sway his decision.

That likely assures that the new administrator will not have the final word on heavy-duty truck emission standards now pending before EPA, standards that by mandate of the Clean Air Act require a 90 percent reduction from baseline HC and CO emissions.

That would mean expensive catalyst systems on all gasoline trucks.

Ruckelshaus was a director of Cummins Engine Co., a major producer of heavy-duty engines. He was a vice president of the Weyerhaeuser forest products company before being tapped for the EPA post.

Robot roots

Because robots are used to build Dodge Rampage pickups, the front-wheel drive truck was used for a demonstration of a new walking machine. Pictured here is the 370-pound Odex I, built by Odetics, Anaheim, Calif. During the demonstration, the robot walked off the bed of the Rampage and lifted the rear of the truck off the ground while rotating it around the room.

Detroit area wracked by spring storm

Hail damages 2,500 new vehicles

By Roger Rowand
Engineering Editor

Mother Nature was kind to Detroit-area auto dealers in the winter of 1982-83, but she kicked them in the slats this spring.

The boot came in the form of a hailstorm of the century that damaged some 2,500 new cars and trucks to the tune of about $1,750 each. Dimpled hoods and deck lids accounted for most of the damage.

Dealers in hard-hit suburban Ferndale contemplated a Hail Sale. A Detroit dealer near that town said he would shun such a sale as counterproductive.

Mike Howell, the dealer at Auto Village Volvo in Ferndale, said damage at his store was heavy. The hoods and deck lids on almost all the damaged cars will require replacement, he said.

The Hail Sale would be for as-is cars priced at a discount, Howell said.

"This is the worst damage from hail I've ever seen," said Jack McInerney, vice president of Northland Chrysler-Plymouth in Oak Park.

Just down the street, Ted Karr, sales manager at Dexter Chevrolet, surveyed some of his deal's 200 damaged new and used cars as they were being checked by Motors Insurance Corp. (MIC) claims personnel.

"I think MIC will help, but what the extent of that help will be I don't know," Karr said.

"I don't like the idea of selling them as is. Would you want to go about getting people into the buying mood and then sell them a damaged car? I don't think so.

"Also, in a few days we'd have people coming in looking at cars and asking, 'Are these the damaged cars?'"

A cheerful note could be detected easily as Russ Shelton, vice president and general manager of Shelton Pontiac-Buick, Rochester, discussed the storm. He liked the reaction of his insurance company, Universal Underwriters, of Kansas City.

"They settled within 24 hours. We came to an agreement as to the approximate damage to each car and they gave us the check," Shelton said.

The 164 new and used units in inventory when the storm hit without warning were damaged. They will be sold as is or with disclaimers, he said.

MIC was involved as it provides coverage for cars being floorplanned by GM dealers through General Motors Acceptance Corp. It provides dealership coverage — including that for hail damage to non-new cars — jointly with Fireman's Fund Insurance Cos.

Also, it covers retail customers, particularly GM employes.

MIC brought teams of claims people to Detroit, set up claims centers, including a drive-in claim area at the GM Technical Center in Warren, and made technical repair specialists available.

G. Sheldon Barquist, vice president of MIC, said, "Dealers need this kind of thing tended to promptly. They've got a lot of money tied up in those cars. After 55 years in the business, MIC treats it as routine."

DEAC's '82 contributions rank No. 9 at $917,295

WASHINGTON. — The Dealers Election Action Committee barely made the Top Ten list of contributors to federal candidates in the 1982 campaigns, according to the Federal Election Commission.

Figures released last week by the commission showed DEAC contributed $917,295 to federal candidates, to rank No. 9 on the list of big spenders. Heading the list was the Realtors Political Action Committee, listed as spending $2,115,135. The American Medical Assn. PAC was second, with $1,737,090, followed by the UAW-V-CAP, with $1,623,947.

Others ranking ahead of DEAC were PACs of the Machinists, National Education Assn., National Assn. of Home Builders, Associated Milk Producers and American Bankers Assn.

In a classification of PACs of trade / membership / health organizations, DEAC ranked sixth in money-raising, sixth in overall spending and fifth in contributions to federal candidates. DEAC raised $1,167,395 and spent $1,202,475. Its contribution to federal candidates, as listed above, was $917,295.

All told, the election commission reported, PACs contributed $83.1 million to 1982 congressional races, compared with $55.2 million given just two years earlier.

In addition to contributions, PACs spent $6.3 million to advocate defeat or election of candidates without any consultation with or cooperation of the candidates and another $6 million to political party committees.

Trihawk is unique convertible

The Trihawk is a two-seat three-wheeler built by Hawk Vehicles, Dana Point, Calif. Power comes from a 1.3-liter Citroen horizontally opposed air-cooled engine driving the front wheels through a five-speed transmission. The fiberglass-bodied vehicle rides on a 98-inch wheelbase and weighs 1,380 pounds. A convertible top and side curtains are standard equipment.

No major dealership damage in California earthquake

COALINGA, Calif.—The two new-car dealerships in this Central California town suffered nothing more than minor damage in the severe earthquake that struck last week.

In fact, business reportedly picked up in the wake of the quake as victims sought repair parts for damaged cars or brought in insurance checks to dicker for replacement vehicles.

Keller Chevrolet reported some structural damage to the dealership building and broken windows, but no cars were damaged.

At Larry McLeod Ford, there was only window damage. Again, no cars suffered damage.

A spokesman for Keller said the dealership has had "lots of traffic" since the quake. Many insurance companies, he said, sent reps to Coalinga to pay off on the spot. Recipients immediately entered the new-car market.

Dave Simmons, of the Insurance Information Institute, said many autos in the city were damaged by falling bricks. Such damage is covered by comprehensive insurance for the car owner. Damage at the dealerships is not covered unless the insurance policy explicitly mentions earthquake damage, Simmons said.

Earthquake coverage is "quite expensive," Simmons said, estimating that no more than 5 percent of Coalinga's 7,000 residents carried such coverage.

The quake leveled some 20 commercial buildings and damaged 150 others. Roads were buckled and split. Many of the 2,500 oil wells in the area were extensively damaged.

The quake was rated at 6.5 on the Richter scale, and was followed by aftershocks rated at 4.4. A rating of 6.0 will cause severe damage and 7.0 is "major." The famed San Francisco earthquake of 1906 was rated at 8.3.

Dealer adds Jaguar

BALTIMORE. — Matt Fenton, president and owner of Chesapeake Cadillac, has added Jaguar. The dealership, which will be the exclusive metropolitan Baltimore facility for Jaguar sales and service, is now called Chesapeake Cadillac/Jaguar.

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58th year — No. 4967

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U. S. cars climb 16 pct.; imports, 8 pct.

Domestics pace April sales gain

By Jenny L. King
Staff Writer

The April new-car market continued to improve compared with 1982 sales levels as dealers of both domestics and imports reported increases during the month.

Sales of North American-built passenger cars climbed 16.30 percent for the month. They were up in each of April's 10-day periods and have been up in nine of the 12 periods so far this year.

Import sales were up 8.03 percent in April but claimed a smaller share of the total—24.03 percent vs. 25.90 percent last year — because buyers were more active in the domestics market where low-rate financing was readily available.

In April, domestic sales shot up 16.30 percent, to 579,911 from 498,630 in 1982. It was the second best month to date in 1983, down 3.40 percent from March's 600,303. Import sales numbered 183,464, up 8.03 percent from 169,833 in 1982. Combined sales were up 14.20 percent in April, to 763,375 from 668,463.

Domestic sales for the first four months of 1983 climbed 7.24 percent, to 2,036,833 from 1,899,320. Imports were up to 770,712 from 712,763, an increase of 8.13 percent. Combined sales through the end of April were up 7.48 percent, to 2,807,545 from 2,612,083.

As sales of domestic products showed signs of life once again this year, the imports' share of the market has dwindled. In January, it was 30.69 percent, slipping to 29.64 percent in February, 26.86 percent in March and 24.03 percent in April.

• Sales ranged from good to strong for all the U. S. auto makers except Volkswagen of America. While American Motors reported a 132.47-percent sales increase in April, VWoA was down 31.29 percent.

AMC, again buoyed by Renault Alliance sales, which were two out of three for American Motors last month, soared to 19,518 from 8,396 a year earlier. VWoA dropped to 6,725 from 9,787.

General Motors was up 15.37 percent, to 354,804 from 307,531. Ford's gain was a more modest one, up 3.05 percent, to 117,282 from 113,815. Chrysler Corp. was up 32.58 percent, to 78,355 from 59,101. Honda sales of Ohio-produced Accords numbered 3,227 units in April.

GM earned 61.18 percent of the domestic market, down slightly from 61.68 percent in April a year ago. Ford slipped to 20.22 percent from 22.83 percent. Chrysler was up 1.66 percentage points, to 13.51 percent from 11.85 percent. AMC had 3.37 percent, up from 1.68 percent; VWoA dropped to 1.16 percent from 1.96 percent, and Honda had 0.56 percent this year, none a year ago.

With 26 selling days in the month both this year and last, the daily rate climbed 16.30 percent, to 22,304 from 19,178.

• Most of the U. S. makes had good news to report in April. Buick announced record sales for the month, and Cadillac was up for the eighth consecutive month compared with the previous year's sales.

Chrysler enjoyed the biggest single gain, up 61.67 percent, to 24,314 from 15,039 last year. Plymouth was up 12.80 percent, Dodge was up 33.11 percent and Imperial was down 20.14 percent.

At Ford Motor Co., Ford was up 1.05 percent, Mercury was up 10.23 percent and Lincoln slipped back 4.41 percent.

Buick was up 26.08 percent to its April best of 80,646 from 63,965 in 1982. Cadillac was up 19.99 percent, Chevrolet was up 12.12 percent, Oldsmobile was up 16.31 percent and Pontiac was up 3.02 percent.

At American Motors, AMC products were down 28.43 percent, to 6,009 from 8,396, while Renault Alliance weighed in at 13,509 sales in its first April on the market. VWoA was down 31.29 percent, to 6,725 from 9,787. Honda had 3,227 this April vs. no sales of U.S.-built cars a year earlier.

Import sales continued strong

Continued on Page 74, Col. 3

EPA considers exceptions to its emission regulations

WASHINGTON.—Under EPA proposals, General Motors' Cadillac limousine would be exempted from all-altitude emission control requirements for the 1984 model year and provisions would be made for permitting the sale of special high-ratio rear axles in designated high-altitude areas.

EPA thinks the Cadillac exemption would have very little, if any, environmental impact, since only about 50 limos are sold in high-altitude areas each year.

The agency also thinks that allowing the rear-axle change for the 1984 model year and beyond makes sense, because there would be no environmental impact since nearly 70 percent of vehicles sold at high altitude are equipped with numerically high rear axles to compensate for power loss.

Also, certifying such vehicles for both high and low-altitude emissions would likely make them too expensive to produce.

EPA issued the proposals in line with a notice that it is extending the comment period for its proposed rulemaking on the Clean Air Act requirement that all light-duty vehicles meet statutory emission standards in 1984 and beyond regardless of altitude.

Within this rulemaking, the agency has proposed that all light-duty vehicles must comply with the requirement commencing at 4,000 feet but that compliance tests be conducted only in Denver, and that certain low-powered vehicles be exempted from the requirements. Comments on all three proposals are due May 31.

Successful press conference

Lee Iacocca, Chrysler Corp. chairman, ended his Dallas press conference in the Fairmont Hotel by selling a luxury sedan to Peter F. Baekkelund, right, general manager of the hotel.

breaking news

Continued from Page 1

percent from a year earlier. Exports totaled 5,593,833, a decline of 4.5 percent. Sales in the home market were a bright spot, rising 3.2 percent to a record 5,334,071 cars and trucks.

Mitsubishi Motors realigns at the top

TOKYO.—Toyoo Tate has been named president of Mitsubishi Motors Corp., succeeding Teruo Tojo, who will become chairman. Tojo succeeds Tomio Kubo, who will serve as counsellor. The new presidency of Mitsubishi Motors Sales Co. has been assumed by Toshiharu Tanaka, formerly vice president of Mitsubishi Heavy Industries.

Subaru ready to introduce two turbos

NEW YORK.—Subaru of America plans to introduce two turbocharged models by next month, and for 1984 the company intends to offer its on-demand four-wheel-drive system throughout the model lineup. First turbo models will be the BRAT and the station wagon.

News roundup

Citibank sees late-1983 upturn for heavies

NEW YORK.—Truck sales in 1983 should reach 2.8 million, compared with 2.6 million last year, according to the Citibank Economic Forecast Service. Heavy trucks (Classes 6-8) will remain depressed with the business equipment spending cycle, which is expected to improve in late 1983, Citibank said.

Eaton earnings drop

CLEVELAND. — Eaton Corp. announced first-quarter earnings of $8 million (28 cents a share), down 62 percent from the $21 million income reported in the first quarter of 1982. Sales for the most recent period were $613 million, a decline of 8.2 percent.

Eaton to consolidate axle, brake divisions

CLEVELAND.—Eaton Corp. will consolidate its axle and brake divisions into a single operation, with the loss of about 200 jobs. The axle division headquarters here will be closed, but the 50 to 70 employes will move to Galesburg, Mich., where the new combined division will be based. The move will be made by the end of the year, officials said. The Galesburg facility, just east of Kalamazoo, now houses headquarters of Eaton's Brake and Transmission divisions. The consolidation is part of the firm's effort to restructure its truck components business, officials said.

AM General to get extra $3.5 million

WASHINGTON.—The Department of Defense announced it has increased by $3.58 million the amount being paid to AM General for production of the M939 five-ton technical truck. The contract was awarded in 1981.

GM to salute valedictorians

DETROIT.—General Motors is saluting the cream of the high-school graduating crop again this year via public service TV spots in June. GM's "Best of the Class of '83" salute to valedictorians in 50 states is cost-shared with local TV stations. N. W. Ayer, Detroit, handles.

Major ad push due for new Audi 5000

TROY, Mich.—Porsche-Audi will launch its new Audi 5000 successor in early June, using interrelated ad themes such as "Europe's car of the year" and "Form is function" to dramatize aerodynamics, mileage and interior quiet. The expensive campaign uses network TV (major sporting events, etc.), spot TV and extensive print, including news weeklies, financial, auto enthusiast and special-interest books, plus multi-media dealer support. Doyle Dane Bernbach handles the account.

Wharton downgrades auto estimates

PHILADELPHIA. — Wharton Econometric Forecasting Associates has downgraded its auto sales estimates for the second half of 1983 and all of 1984. Wharton now says sales will total 9.2 million, instead of 9.5 million, in 1983, and 10.6 million, instead of 10.7 million, in 1984. Its forecast for 1985 is unchanged at 10.6 million.

Penske Corp. plans to own half of Hertz Penske

PARSIPPANY, N. J.—Penske Corp., which increased its ownership in Hertz Penske Truck Leasing, Inc., to 42 percent as of Jan. 1, 1983, plans to increase its interest to 50 percent as of June 30. Hertz Penske, one of the nation's largest truck rental and leasing companies, operates a national system of more than 575 locations.

Ford, Japanese end talks on Rouge Steel

DEARBORN.—Ford Motor Co. and Nippon Kokan K.K., of Japan, have ended discussions on the purchase of equity in Ford's Rouge Steel Co. The Japanese firm has been negotiating on behalf of a consortium of Japanese companies. According to Ford, the discussions were called off because labor issues could not be resolved to the satisfaction of the Japanese. Ford and the UAW will meet to try and find a way to keep the mill in full operation, the union said.

Fiat prepares Regata for fall intro

MILAN.—The new Fiat Regata is being groomed for its domestic launch next September. It is about 140 inches long and weighs about 1,980 pounds. Three engines—1.3, 1.5 and 1.6-liter—will be offered. Fiat also is said to be working on a turbocharged version of the Fiat Uno.

Used-car auction directory

OHIO

Wednesday Auto Auction. Exit 49 on I-270 Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

CALIFORNIA

Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, CA 94538. 415-657-5660 Complete service out-of-state lease, fleet accounts. Fred Boardman, Jack Bowman.

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Rt. 1, Bel Air, Maryland 21014

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

AUCTION SCHOOL

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IMPORT REGISTRATION SHARES IN U. S.

	FEBRUARY					TWO MONTHS				
	Regis., Feb., 1983	Percent Share of Market	Regis., Feb., 1982	Percent Share of Market	Pct. Pt. Change '82 vs. '81	Regis., 2 mos., 1983	Percent Share of Market	Regis., 2 mos., 1982	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Toyota	38,434	21.26	37,874	23.12	— 1.86	81,518	21.92	73,667	22.83	— 0.91
Nissan	37,682	20.85	29,554	18.04	+ 2.81	75,676	20.36	58,860	18.24	+ 2.12
Honda	27,341	15.12	29,353	17.92	— 2.80	55,536	14.94	58,624	18.17	— 3.23
Mazda	13,036	7.21	11,049	6.74	+ 0.47	25,532	6.87	20,660	6.40	+ 0.47
Subaru	10,146	5.61	11,451	6.99	— 1.38	21,240	5.71	21,727	6.73	— 1.02
Alliance	10,133	5.60	.....	.....	.....	20,830	5.60	22,947	7.11	— 1.51
VW	9,933	5.49	10,659	6.51	— 1.02	19,690	5.30	.....	.....	.....
Volvo	5,814	3.22	5,408	3.30	— 0.08	11,800	3.18	10,126	3.14	+ 0.04
Mercedes	4,785	2.65	4,979	3.04	— 0.39	10,566	2.84	9,958	3.09	— 0.25
BMW	4,155	2.30	3,499	2.14	+ 0.16	9,371	2.52	6,878	2.13	+ 0.39
Audi	.....	.....	3,425	.....	.....	.....	.....	6,982	2.16	.....
Others	19,330	10.69	16,553	10.11	+ 0.58	40,066	10.76	32,269	10.00	+ 0.76
TOTAL	180,789		163,804			371,827		322,698		
Share of U. S. Total		31.79		30.01			31.95		30.59	

Registrations for Oklahoma not available.

31.79 pct. of February registrations

Import share is record for month

By Jenny L. King
Staff Writer

Registrations of new imported cars in February were up 10.37 percent compared with 1982 and amounted to a record share of the U. S. market for the month.

R. L. Polk & Co. reported February import registrations of 180,789 this year, up from 163,804 in 1982. Import market penetration climbed to 31.79 percent from 30.01 percent. February penetration was down slightly from 32.09 percent in January, and the total was down 5.36 percent from 191,038 the first month of this year.

Year-to-date import registrations totaled 371,827, up 15.22 percent from 322,698 in 1982. Import market penetration was 31.95 percent through Feb. 28, up from 30.59 percent for the comparable period a year earlier.

Of the major importers, the biggest, Toyota, was down 1.86 percentage points in February, to 21.26 percent from 23.12 percent of the import market. Nissan was up a generous 2.81 percentage points, to 20.85 percent from 18.04 percent. Third-place Honda dropped an equal amount, 2.80 percentage points, to 15.12 percent from 17.92 percent.

Mazda climbed into fourth place in ranking and Subaru slipped into fifth. Volkswagen gave up its year-ago sixth place to Renault Alliance; VW was seventh, Volvo was eighth, Mercedes was ninth, and BMW was 10th. Audi slipped from the top 10, which captured 89.31 percent of the import market. A year earlier, the top 10 had 89.89 percent of the market.

For the first two months of 1983, Nissan, Mazda, Volvo and BMW improved their standings compared with '82 market shares. Nissan was up 2.12 percentage points, Mazda was up 0.47 percentage points, Volvo was up 0.04 percentage points and BMW was up 0.39 percentage points.

On the year-to-date chart, VW dropped from fourth to sixth place while Mazda climbed from sixth into fourth. Alliance snapped up seventh place, pushing Volvo into eighth and Mercedes into ninth. BMW was 10th and Audi was absorbed into "others."

The top 10 imports represented 89.24 percent of the market this year compared with 90.00 percent in 1982.

Japanese-built cars claimed 74.44 percent of the February import market, down from 78.28 percent a year ago. German cars represented 9.82 percent, down from 10.13 percent in '82.

A new category, United States, which includes the U. S.-built Renault Alliance and Volkswagen Rabbit, has been added by R. L. Polk in 1983.

Imported - truck registrations dropped 10.05 percent this February, to 29,231 from 32,497 last year. Truck totals for the month compared with February, 1982, were:

	Feb., 1983	Feb., 1982
Toyota	9,901	9,823
Nissan	6,409	6,778
Mazda	4,174	——
Ford Courier	2,218	3,877
Chevrolet LUV	——	2,508
Others	6,529	9,511
TOTAL	29,231	32,497

Registrations for the first two months of this year were up 2.32 percent over 1982 levels, climbing to 66,455 compared with 64,949. Breakout by maker was as follows:

	2 Mos., 1983	2 Mos., 1982
Toyota	21,675	19,504
Nissan	16,521	14,390
Mazda	7,949	——
Ford Courier	6,420	7,528
Dodge Ram 50	——	5,256
Others	13,890	18,271
TOTAL	66,455	64,949

factories list auction dates

General Motors

May 10—Clanton's Auto Auction, Darlington, S.C.

May 12 — Indianapolis Auto Auction, Indianapolis, Ind.

May 17—Fredericksburg Auto Auction, Fredericksburg, Va.

May 18—Metro Auto Auction of Kansas City, Lee's Summit, Mo.

May 19—Aptco Auto Auction, Taylor, Mich.

May 24—Minneapolis Northstar Auto Auction, Minneapolis, Minn.

May 26—Nashville Auto Auction, Nashville, Tenn.

Chrysler Corp.

May 10—Aptco Auto Auction, Taylor, Mich.

May 12 — Florida Auto Auction of Orlando, Ocoee, Fla.

Ford Motor Co.

May 10—Arena Auto Auction, Chicago, Ill.

May 11 — Concord Auto Auction, Acton, Mass.; Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 12 — 166 Auto Auction, Springfield, Mo.

May 17—Aptco Auto Auction, Taylor, Mich.

May 18—Lakeland Auto Auction, Lakeland, Fla.; Golden Gate Auto Auction, Fremont, Calif.

May 24 — Harrisonburg Auto Auction, Harrisonburg, Va.

May 25—Columbus Fair Auto Auction, Obetz, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Used Car Sales
Auction Averages

May to date	$4,914
Month ago	$5,167
Year ago	$4,784

Model breakdown
Auction Averages

	MAY TO DATE	APRIL	MARCH
1983	$ 9,411	$ 8,565	$10,292
1982	7,347	8,142	8,112
1981	6,022	6,140	6,046
1980	5,309	5,342	5,195
1979	4,207	4,498	4,589
1978	2,973	3,511	3,496
1977	2,388	2,628	2,637
1976	1,522	2,012	2,232
Overall Average	$ 4,914	$ 5,069	$ 5,016

TOP CARS

U. S. registrations for the first two months of 1983. Registrations not available for Oklahoma.

1983 Position		Make	1982 Position
1—	163,059	Chevrolet	172,700— 1
2—	134,125	Ford	118,238— 2
3—	118,900	Oldsmobile	98,545— 3
4—	102,003	Buick	90,928— 4
5—	81,518	Toyota	73,667— 5
6—	75,678	Nissan	58,860— 7
7—	62,467	Pontiac	62,606— 6
8—	55,536	Honda	58,624— 8
9—	48,470	Mercury	43,264— 9
10—	38,842	Dodge	33,929—12
11—	38,227	Cadillac	33,964—11
12—	32,376	Plymouth	34,630—10
13—	29,135	Chrysler	18,037—16
14—	25,532	Mazda	20,660—15
15—	21,240	Subaru	21,727—14
16—	20,830	VW	22,947—13
17—	19,690	Alliance	....
18—	13,920	Lincoln	10,180—18
19—	11,800	Volvo	10,126—19
20—	10,566	Mercedes	9,958—20
21—	10,405	AMC	14,928—17
22—	9,371	BMW	6,878—22
.....	.....	Audi	6,982—21
	40,066	Other Imports	32,269
	201	Misc. Dom.	288
	1,163,957	TOTAL	1,054,935

California market sparkles

T-bird capturing imports, Ford says

By Marjorie Sorge

Ford Motor Co.'s new Thunderbird is stealing some of the import thunder in California, according to Ford marketing studies.

According to the company, sales of the redesigned T-bird are up 338 percent in California, compared with last year's sales of the old T-bird. Nationally, sales have increased 182 percent. The T-bird and its sister car, the Mercury Cougar, went on sale Feb. 17.

In California, 75 percent of the sales have been conquest sales, and one-fourth of those were import conquests, according to Ray A. Ablondi, Ford Motor director of marketing research.

The T-bird is geared toward import prospects while the Cougar is aimed at domestic buyers, chiefly General Motors, Ablondi said.

Ford is predicting sales of 161,000 T-birds nationally for the 1983 calendar year, up 274 percent from last year's 43,000. Sales of Cougar are forecast at 98,000, up 512 percent from 16,000. In California, Cougar sales were up 326 percent, compared with 324 percent nationally.

Ford conducted three studies on the new offerings. According to Ablondi, in the first study, the initial buyers rated the T-bird and Cougar at 8.4 on a 10-point scale in overall satisfaction, quality and value for the money. That is the highest rating of any new Ford product or competitive domestic line in the last three years, he said.

In the second study, mid-specialty-car owners and prospects rated the T-bird and Cougar as equal to or slightly better than GM's Cutlass Supreme, Monte Carlo and Pontiac 6000 STE; the Toyota Supra and the Audi Coupe.

A third study allowed 2,000 people in San Francisco, Los Angeles and Kansas City to compare 21 Ford models with 25 competing models (three-fourths foreign and one-fourth domestic). Those invited to see the cars were chosen by Ford after filling out an 8-page questionnaire. According to Albondi, the group was chosen "in enemy territory" and there weren't "many Ford lovers."

Those viewing the cars were impressed with quality improvements, he said.

The studies also showed that in overall styling, the T-bird and Cougar were equal to GM's Camaro and Firebird showing an average of 8.9 on a 10-point scale, Ablondi said.

VWoA and parent report 1982 loss, sales declines

WOLFSBURG, West Germany.—The Volkswagen Group reported a loss of 300 million marks, approximately $126.6 million, for 1982. The loss was attributable to its subsidiaries; the firm made money on its German automotive operations.

Volkswagen of America's loss was put at 347.3 million marks, approximately $146 million, on sales of $2.5 billion, compared with a 1981 profit of about $600,000 on sales of $3.3 billion.

Last year's group loss compared to a 1981 profit of 136 million marks.

VW unit sales in 1982 were 2.12 million units, down 7 percent from the prior year's 2.28 million. Group sales — including nonautomotive subsidiaries — totaled about $15.8 billion, off 1.2 percent from 1981.

Where Auto Market was in April

	Total Sales	Pct. of Total
SUBCOMPACT	99,495	13.03
COMPACT	120,371	15.77
INTERMEDIATE	207,460	27.18
STANDARD	109,798	14.38
LUXURY	42,787	5.61
IMPORT	183,464	24.03
TOTAL	763,375	100.00

Domestics pace April gain in new-car sales

Continued from Page 8

—they just weren't as strong as the U.S. competition. Fourteen of the major importers reported sales increases for April and several had any-month highs.

Jaguar, Saab and Volvo said they had their best monthly sales for any month. Saab claimed its 13th consecutive record-setting month in April.

Nissan reported a sales gain of 44.51 percent, to 41,111 from 28,448 last year, beating out Toyota for first place among the imports. Toyota sales slipped 3.50 percent, to 39,530 from 40,964. Honda import sales were down 11.83 percent, to 27,276 from 30,936, although when U.S.-built Accords are added, total for the company was 30,503 this April.

Mazda, Subaru, Mercedes, Volkswagen and Alfa Romeo were among the winners for the month, also Porsche, which was up 76.10 percent. BMW, Audi, Peugeot and Renault were down from year-ago levels.

U.S. intermediates claimed the largest single portion of the total market in April, with 27.18 percent. Imports were second with 24.03 percent, followed by compacts at 15.77 percent, standards at 14.38 percent, subcompacts at 13.03 percent and luxury models at 5.61 percent.

A year ago, the market-class spectrum included: Intermediates at 20.83 percent; imports at 25.90 percent; compacts at 20.42 percent; standards at 9.21 percent; subcompacts at 18.86 percent, and luxury models at 4.78 percent.

The domestics-only market this April showed intermediates best at 35.77 percent, followed by compacts at 20.76 percent, standards at 18.93 percent, subcompacts at 17.16 percent and luxury cars at 7.38 percent.

April 21-30 domestic sales were up 12.49 percent, to 230,848 from 205,208 a year ago. The daily selling rate climbed to 25,650 from 22,801. Annualized sales based on the final 10 days of the month were 6.3 million.

For the period, GM was up 4.92 percent, Ford was up 2.58 percent, Chrysler was up 63.60 percent, AMC was up 155.60 percent and Volkswagen was off 22.62 percent.

GM earned 58.99 percent of the market, Ford had 20.92 percent, Chrysler had 14.55 percent, AMC had 3.32 percent, VW had 1.61 percent and Honda had 0.61 percent.

U.S. CAR SALES BY MARKETING UNITS

	April, 1983	April, 1982	4 mos., 1983	4 mos., 1982
Chevrolet	120,221	107,229	401,152	429,798
Ford	76,897	76,097	301,284	307,926
Oldsmobile	87,588	75,307	318,394	262,223
Buick	80,646	63,965	263,120	225,418
Toyota	35,530	40,964	175,484	167,117
Pontiac	41,766	40,542	148,459	164,435
Nissan	41,111	28,448	176,844	144,113
Honda	30,503	30,936	124,017	125,196
Mercury	32,599	29,573	118,313	112,728
Dodge	32,153	24,306	113,065	106,995
Plymouth	28,575	24,884	100,360	106,370
Cadillac	24,583	20,488	90,875	74,090
VW of America	18,352	20,633	70,779	68,636
Chrysler/Imperial	24,540	15,322	81,112	52,804
Mazda	13,817	12,448	59,300	50,854
Subaru	13,452	11,667	52,094	49,319
AMC-Renault	22,600	12,878	75,575	41,981
Lincoln	7,786	8,145	31,574	28,109
Volvo	8,172	7,374	31,103	27,385
Mercedes-Benz	6,309	5,869	22,322	20,864
BMW	3,334	4,234	15,941	15,788
Saab	2,773	1,534	8,772	5,462
Isuzu	989	1,020	6,657	4,467
Fiat	270	2,065	1,721	7,093
Peugeot	1,126	1,270	4,887	4,701
Jaguar Rover Triumph	1,536	933	4,494	2,778
Mitsubishi	1,858	.....	8,949	.....
DeLorean	.....	157	.....	981
Alfa Romeo	289	175	898	572
TOTAL	763,375	668,463	2,807,545	2,612,083

IMPORTED CAR SALES

	April, 1983	April, 1982	4 Mos., 1983	4 Mos., 1982
Alfa Romeo	289	175	898	572
Audi	3,392	3,823	12,735	14,899
BMW	3,334	4,234	15,941	15,788
Challenger	1,348	1,076	5,072	4,919
Plymouth Colt	2,122	1,699	9,544	12,015
Dodge Colt	2,424	1,908	11,401	12,876
DeLorean	.....	157	.....	981
Fiat	250†	1,953	1,526†	6,824
Honda	27,276	30,936	115,692	125,196
Isuzu	989	1,020	6,657	4,467
Jaguar	1,536	933	4,494	2,778
Lancia	20†	112	195†	269
Mazda	13,817	12,448	59,300	50,854
Mitsubishi	1,858	.....	8,949	.....
Mercedes-Benz	6,309	5,869	22,322	20,864
Nissan	41,111	28,448	176,844	144,113
Peugeot	1,126	1,270	4,887	4,701
Porsche	2,365	1,343	7,307	4,311
Renault	3,082	4,482	9,012	11,933
Saab	2,773	1,534	8,772	5,462
Sapporo	1,019	728	3,876	3,826
Subaru	13,452	11,667	52,094	49,319
Toyota	39,530	40,964	175,484	167,117
Volkswagen	5,870	5,680	26,607	21,294
Volvo	8,172	7,374	31,103	27,385
TOTAL	183,464	169,833	770,712	712,763

† Estimate

DOMESTIC CAR SALES

	Apr. 21 to Apr. 30, '83	Same Period, 1982	April, 1983	Same Month, 1982	Jan. 1 to April 30, '83	Same Period, 1982
Renault Alliance	.....	.....	13,509	.....	46,517	.....
Spirit	.....	.....	737	1,970	2,336	7,131
Concord	.....	.....	2,191	3,051	6,425	9,794
Eagle	.....	.....	3,081	3,375	11,285	13,123
AMC	.....	.....	6,009	8,396	20,046	30,048
AMERICAN MOTORS*	7,668	3,000†	19,518	8,396	66,563	30,048
Horizon	1,943	1,232	4,411	3,709	13,841	18,602
Turismo/TC3	1,465	1,161	3,179	3,159	10,356	13,512
Reliant/Volare	6,651	4,546	15,827	13,441	55,275	51,802
Plymouth	831	827	2,017	2,098	7,468	6,613
Total Plymouth	10,890	7,766	25,434	22,457	86,940	90,529
LeBaron	.....	19	.....	67	.....	561
LeBaron K	2,956	2,993	7,299	8,664	25,606	28,535
Cordoba	656	415	1,618	1,267	5,431	5,311
New Yorker 5th Ave.	3,310	1,834	8,474	5,041	27,880	17,238
E-Class	1,277	.....	3,215	.....	12,259	.....
New Yorker E	1,439	.....	3,608	.....	9,153	.....
Total Chrysler	9,638	5,261	24,314	15,039	80,329	51,745
Total Imperial	82	102	226	283	783	1,059
Omni	1,846	1,160	3,759	3,243	12,460	15,350
Charger/024	1,778	1,158	3,787	3,366	11,888	14,500
Aries/Aspen	5,484	3,232	11,417	9,171	40,624	39,246
Dodge 400	1,332	690	3,221	2,348	10,812	8,651
Diplomat	1,266	969	2,960	2,550	9,483	8,843
Mirada/Magnum	234	197	560	644	1,920	2,610
Dodge 600	1,046	.....	2,677	.....	9,405	.....
Total Dodge	12,986	7,406	28,381	21,322	96,592	89,200
CHRYSLER CORP.	33,596	20,535	78,355	59,101	264,644	232,533
EXP	541	1,372	2,164	3,546	6,898	15,640
Escort	11,610	10,892	28,242	27,839	106,998	115,178
Mustang	3,798	3,508	9,464	9,678	37,791	40,678
Fairmont	1,258	4,101	3,531	10,435	27,980	45,118
Granada	.....	3,835	.....	9,553	3,751	39,486
Thunderbird	4,251	1,510	10,505	3,785	26,319	13,779
LTD '83	4,606	.....	11,951	.....	47,202	.....
Ford Crown Victoria	4,304	4,758	10,867	11,261	44,345	38,047
Ford Division	30,668	29,976	76,897	76,097	301,284	307,926
LN7	222	541	531	1,254	2,176	5,715
Lynx	3,526	4,016	7,349	8,853	25,988	35,037
Zephyr	299	1,839	961	3,399	9,413	14,864
Cougar/Monarch	.....	2,509	71	4,813	906	17,769
XR-7	3,105	651	7,012	1,416	15,065	5,261
Capri	734	1,212	1,659	2,856	7,722	11,059
Marquis '83	2,937	.....	5,995	.....	19,437	.....
Mercury Grand Marquis	3,883	2,748	9,021	6,982	37,606	23,023
Total Mercury	14,706	13,516	32,599	29,573	118,313	112,728
Cont./Versailles	364	555	969	1,371	5,910	9,118
Lincoln	1,654	1,810	4,426	3,908	16,284	10,554
Mark VI	893	1,212	2,391	2,866	9,380	8,437
Total Lincoln	2,911	3,277	7,786	8,145	31,574	28,109
L-M Division	17,617	17,093	40,385	37,718	149,887	140,837
FORD MOTOR	48,285	47,069	117,282	113,815	451,171	448,763
Skyhawk	2,933	1,377	8,272	3,223	24,765	8,496
Skylark	4,320	5,009	11,064	10,785	34,068	56,790
Century FD	3,986	3,314	11,570	6,949	38,779	26,748
Regal Sedan	2,958	3,266	7,838	7,847	26,153	25,576
Regal Coupe	5,706	6,116	14,957	14,718	52,184	44,187
Le Sabre	5,384	4,505	14,489	10,490	47,178	31,934
Electra	3,059	2,354	7,817	5,507	23,782	17,796
Riviera	1,701	1,968	4,639	4,446	16,211	13,891
Buick Division	30,047	27,909	80,646	63,965	263,120	225,418
Cimarron	697	292	1,953	879	6,447	4,963
Seville	889	584	2,442	1,451	9,119	8,155
Cadillac	5,595	5,360	14,871	13,066	54,890	43,900
Eldorado	1,962	2,049	5,317	5,092	20,419	17,072
Cadillac Division	9,143	8,285	24,583	20,488	90,875	74,090
Chevette	7,416	7,176	18,230	16,202	59,006	84,300
Cavalier/Monza	8,286	3,431	21,422	8,235	63,823	44,002
Citation/Nova	4,261	5,364	10,507	11,836	35,875	78,317
Camaro	6,295	8,921	15,423	22,250	53,379	54,339
Celebrity	4,465	2,685	12,587	5,969	42,720	23,518
Malibu	3,716	4,533	9,827	11,164	36,695	38,855
Monte Carlo	3,064	4,114	7,937	10,361	30,943	34,150
Chevrolet	7,782	8,083	20,222	18,745	71,226	64,073
Corvette	2,349	902	4,066	2,467	7,480	8,774
Chevrolet Division	47,209	45,209	120,221	107,229	401,152	429,798
Firenza/Starfire	1,644	1,001	4,466	2,226	13,930	6,381
Omega	2,469	2,805	5,946	5,508	18,055	29,841
Cutlass Ciera	5,163	4,050	13,274	8,536	49,215	32,548
Cutlass	.....	.....	.....	.....	.....	.....
Supreme	10,629	12,041	29,092	27,856	109,903	96,979
Olds 88	8,103	7,824	21,261	16,756	77,536	56,357
Olds 98	3,747	3,495	10,109	8,736	37,213	28,830
Toronado	1,270	1,488	3,440	3,689	12,542	11,287
Oldsmobile Division	33,225	32,704	87,588	75,307	318,394	262,223
1000	1,089	1,248	2,946	3,222	10,793	21,006
2000/Sunbird	2,884	1,487	7,743	3,607	24,888	19,256
Phoenix	917	1,218	2,405	2,973	9,132	20,667
Firebird	2,838	3,961	7,613	11,307	27,937	33,232
6000	2,523	1,377	6,549	3,368	23,476	12,963
Bonneville/LeMans	2,621	2,713	6,722	6,914	26,718	25,113
Grand Prix	2,900	3,552	7,405	8,758	27,233	28,964
Pontiac Parisienne	354	131	383	393	383	3,234
Pontiac Division	16,126	15,687	41,766	40,542	148,459	164,435
GENERAL MOTORS	136,175	129,794	354,804	307,531	1,222,000	1,155,364
VOLKSWAGEN	3,722	4,810	6,725	9,787	24,130	32,012
HONDA	1,400	.....	3,227	.....	8,325	.....
DOMESTIC TOTAL	230,846	205,208	579,911	498,630	2,036,833	1,899,320
IMPORT TOTAL	.....	.....	183,464	169,833	770,712	712,763
INDUSTRY TOTAL	.....	.....	763,375	668,463	2,807,545	2,612,083

*—AMC does not issue a nameplate breakdown for 10-day periods. † Estimate

Month's production totals 560,892

April car output tops '82 by 18 pct.

By Patricia Hoffman
Staff Writer

Domestic auto production last month fell slightly short of the March total, but output soared 18.28 percent above last year's April build.

During April, the makers turned out 560,892 cars, up from 474,222 built in the comparable 1982 month.

Breakdown for the month by company was: General Motors, 59.24 percent; Ford Motor, 22.73 percent; Chrysler Corp., 13.67 percent; American Motors, 2.32 percent; Volkswagen of America, 1.44 percent and Honda, 0.60 percent.

Downtime at five assembly points pulled last week's estimated car output down to 127,738 units, a 6.31 percent decline from the previous week's 136,340. Output, however, was 4.52 percent above last year's 122,214 units.

So far this year, the manufacturers have assembled 2,169,787 units, a 27.59 percent gain from 1,700,587 built in the comparable period last year.

GM's Wilmington point, Ford's Dearborn, Metuchen and San Jose facilities and VWoA's Westmoreland plant were idle last week (May 2) to trim overstocked inventories. Operations at all five plants are slated to resume today (May 9).

The GM Willow Run plant returned last week following downtime for inventory control.

Ford's Kansas City point began production of the new Tempo and Topaz models. Assembly of the Fairmont and Zephyr models ended there March 14. Ford targeted 387 Tempo and 203 Topaz units during the first week of output.

The GM Linden plant upped assembly of the Riviera, Eldorado, Seville and Toronado models from 45 units an hour to 50 units an hour on each of two eight-hour shifts.

Saturday overtime was scheduled last week at GM's Arlington, Baltimore, Doraville, Fairfax, Flint and Lansing facilities.

The GM Detroit plant operated 24 minutes of overtime on each of two shifts Monday through Friday last week.

Also working daily overtime were Ford's Chicago, Lorain and St. Louis facilities, plus Chrysler's Belvidere, Jefferson, Newark and St. Louis points.

California court fines dealer for selling uncertified cars

SAN DIEGO.—An auto dealer here was fined $20,000 for selling 23 vehicles which were not California-certified, in violation of state emission control regulations.

Merit Motors, of National City, and owner Dale Richfield were ordered to pay the civil penalties, which are four times the $5,000 profit realized from the sales.

Judge Alfred Lord noted that nine of the cars were sold after the dealer was warned by the California Air Resources Board of the alleged violations.

According to CARB, the cars were supplied to the dealership by a dealer in New Mexico. The vehicles involved were diesel Cadillacs and Oldsmobiles, as well as two Datsun pickup trucks, and the sales allegedly took place during 1979 and 1980.

CARB said that the investigation into Merit's activities was prompted by complaints from other dealers.

Judge Lord said the $20,000 settlement was intended as a deterrent to other dealers who may be considering the sale of illegal cars, and to reimburse the state for the cost of the investigation.

Any future sales of illegal cars by Merit Motors could lead to a contempt of court citation for violating a permanent injunction issued by the judge.

Welsh is 25

Harold H. Welsh, right, Welsh Chevrolet, Inc., Coopersburg, Pa., receives a 25-year dealer plaque from H. C. (Pat) Marshall, Chevrolet's Philadelphia zone manager.

April in Canada: Car output rises, but trucks slip

While the Canadian auto makers wrapped up April production with the highest total for that month since 1978, truck output stumbled to the lowest point in seven years.

Last month, the car manufacturers assembled 99,588 units, up 15.0 percent from 86,601 built in April of last year. It was the most for that month since 106,210 cars were completed in 1978 and the most for any month since June of 1981 when the makers assembled 101,432 autos.

The truck makers built 48,557 units in April, down 6.70 percent from 52,046 completed in the comparable 1982 month. Although up from the March total, truck output was the lowest for April since 1976 when 47,572 trucks were assembled.

Downtime last week (May 2) at Ford Motor's St. Thomas car assembly point pulled the estimated car output down to 22,196 units, a 12.52 percent drop from the previous week's 25,373. Output, however, rose 5.11 percent from 21,116 units built in the comparable 1982 period.

Year-to-date, the car manufacturers have assembled 348,573 units, an 11.30 percent gain from last year's 313,182.

Truck output last week reached 12,304 units, a 1.88 percent gain from the previous week's 12,077, but down 5.07 percent from 12,961 units built the same week last year.

The Ford St. Thomas facility was idle last week for inventory control. All other car and truck plants were reported working.

Truck production for April shows gain over 1982

The domestic truck makers produced 189,085 units in April, down from the March total but up 2.52 percent from 184,434 built in the comparable 1982 month. It was the most for April since 256,090 trucks were assembled in 1979.

Overtime schedules offset downtime at two assembly points last week, boosting the estimated output to 49,808 units, a 1.01 percent gain from the prior week's 49,309. Output was also up 12.81 percent from 44,152 units built in the comparable 1982 period.

So far this year, the manufacturers have finished 750,294 units, a 10.35 percent gain from last year's 679,897.

Volkswagen of America's Westmoreland facility and International Harvester's Fort Wayne point were both idle last week (May 2) for inventory control. Operations are slated to resume today (May 9).

Daily overtime was scheduled last week at Ford Motor's Kansas City, Norfolk, Michigan and Twin Cities plants, plus Chrysler Corp.'s Belvidere and Warren facilities. Warren also operated six days last week.

The General Motors Janesville and St. Louis points worked Saturday.

U. S. CAR PRODUCTION

	Week Ended May 7, 1983	Week Ended May 8, 1982	Week Ended April 30, 1983	April Total	Jan. 1 to May 8, 1982	Jan. 1 to May 7, 1983
AMERICAN MOTORS	3,200	1,400*	3,464	12,995	20,350*	60,307
AMC Total	.....	.....	.....	.....	.....	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	.....	.....	4,068
Renault Total	3,200	.....	3,464	12,995	.....	56,236
Alliance	3,200	.....	3,464	12,995	.....	56,236
CHRYSLER CORP.	21,600	10,914	19,596	76,697	210,017	289,260
Plymouth Total	8,400	4,349	6,737	26,969	88,591	107,380
Horizon	2,800	.....	1,935	9,553	26,511	35,309
Reliant	5,400	4,349	4,642	16,951	62,080	70,599
Caravelle ('83)	200	.....	160	465	.....	1,472
Chrysler Total	5,400	2,794	4,785	19,681	.....	68,292
LeBaron	2,600	2,794	2,349	9,007	40,040	32,475
Chrysler E-Class	2,800	.....	2,436	10,674	40,040	35,817
Dodge Total	7,800	3,771	8,074	30,047	81,386	113,588
Omni	3,500	.....	3,308	10,717	24,616	37,900
Aries	2,600	2,997	3,144	12,601	46,042	49,419
Dodge 400	700	774	749	3,315	10,728	11,469
Dodge 600	1,000	.....	873	3,414	.....	14,800
FORD MOTOR	24,911	31,676	33,790	127,495	367,062	500,182
Ford Division	15,230	21,759	22,615	85,356	230,434	328,254
Escort	4,452	9,655	7,326	24,375	100,771	93,300
Fairmont	.....	3,508	.....	.....	36,935	23,728
Mustang	.....	4,060	3,505	12,085	42,372	44,494
LTD/Granada	3,287	2,981	4,204	17,229	35,353	63,806
Thunderbird	5,355	1,305	5,097	22,289	12,605	69,552
Crown Victoria/Ford	1,749	.....	2,387	9,203	.....	31,803
EXP	.....	250	98	176	2,398	1,184
Tempo	387	.....	.....	.....	.....	387
L-M Division	9,681	9,917	11,175	42,139	136,628	171,928
Mercury Total	7,247	7,503	9,049	35,178	101,322	135,454
Lynx	745	2,569	1,866	6,509	30,432	23,373
Capri	.....	820	613	2,315	10,475	7,966
Zephyr	.....	856	.....	.....	11,391	8,601
Marquis/Cougar	1,723	1,043	2,033	7,501	17,702	24,978
Cougar/XR7	2,694	328	2,632	11,645	3,985	31,842
Gr. Marquis/Marquis	1,882	1,844	1,886	7,184	26,692	38,151
LN7	.....	43	19	24	645	340
Topaz	203	.....	.....	.....	.....	203
Lincoln Total	2,434	2,414	2,126	6,961	35,306	36,474
Continental ('82)	237	482	212	708	7,591	6,349
Lincoln	1,379	1,207	1,206	4,306	15,096	17,794
Mark VI	818	725	708	1,947	12,619	12,331
GENERAL MOTORS	77,027	75,155	76,471	332,270	1,067,787	1,277,776
Buick Division	18,184	17,792	15,874	69,154	252,051	298,034
Skylark	1,540	3,187	.....	6,186	45,854	31,708
Skyhawk J	1,369	3,700	1,242	5,174	29,922	24,123
Century	3,525	2,357	3,151	11,882	43,016	55,568
Regal	5,290	4,408	5,145	21,197	64,879	88,173
Buick	5,600	3,116	5,402	20,969	56,450	84,560
Riviera	860	1,024	934	3,746	11,930	13,902
Cadillac Division	6,485	5,337	6,027	24,903	86,534	119,389
Cimarron	305	.....	218	1,239	1,401	8,347
Seville	740	578	732	2,959	8,943	12,944
Eldorado	1,660	1,172	1,557	6,247	22,949	27,942
Cadillac	3,780	3,587	3,520	14,458	53,241	70,156
Chevrolet Division	23,196	25,772	24,387	95,220	324,796	384,611
Chevette	.....	6,237	3,884	12,332	70,242	66,040
Cavalier	6,174	1,376	6,410	24,894	32,416	81,305
Celebrity	2,589	2,809	2,238	6,920	22,083	26,627
Camaro	4,310	4,886	3,667	15,759	77,222	64,753
Citation	1,440	4,267	1,554	5,922	52,260	36,788
Malibu	4,143	3,366	3,072	14,240	33,490	52,474
Monte Carlo	2,041	1,768	1,501	7,304	19,226	31,146
Chevrolet	1,893	456	1,445	4,387	7,306	18,522
Corvette	600	607	616	2,462	10,551	6,956
Oldsmobile Division	22,071	14,035	20,399	109,388	269,143	343,954
Omega	990	1,792	.....	4,038	29,975	22,629
Firenza	1,021	1,055	1,145	4,852	25,613	16,274
Cutlass	6,300	2,401	6,330	24,271	66,679	101,442
Cutlass/Ciera	5,065	2,567	4,549	17,935	41,442	63,858
Oldsmobile	7,955	5,365	7,634	29,213	93,471	125,546
Toronado	740	855	741	29,079	11,963	14,205
Pontiac Division	7,091	12,219	9,784	33,605	135,263	131,788
Acadian†	.....	362	633	1,677	4,804	6,498
2000	2,378	1,140	2,744	9,174	9,103	33,159
1000	.....	1,514	1,681	4,478	6,286	14,932
Firebird	1,939	3,414	1,778	7,398	43,031	31,488
Phoenix	330	1,361	863	2,571	12,203	10,322
G. Prix/B'ville ('83)	2,444	3,448	2,085	8,307	53,394	35,389
6000	.....	980	.....	.....	6,442	.....
HONDA	1,000	.....	916	3,345	.....	10,336
VOLKSWAGEN	.....	2,969	2,102	8,090	34,106	31,926
CHECKER	.....	100*	.....	.....	1,263	.....
Total Cars, U. S.	127,738	122,214	136,340	560,892	1,700,587	2,169,787

CANADIAN CAR PRODUCTION

	Week Ended May 7, 1983	Week Ended May 8, 1982	Week Ended April 30, 1983	April Total	Jan. 1 to May 8, 1982	Jan. 1 to May 7, 1983
AMERICAN MOTORS	800	610	818	3,107	9,600	10,437
CHRYSLER CORP.	5,232	3,485	5,281	31,032	59,722	80,999
FORD MOTOR	2,979	9,041	6,627	13,237	104,963	59,488
GENERAL MOTORS	12,960	7,755	12,422	51,212	134,995	193,689
VOLVO	225	225	225	900	3,882	3,960
Total Cars, Canada	22,196	21,116	25,373	99,588	313,182	348,573
N. American Cars	149,934	143,339	161,713	660,480	2,013,769	2,518,360
N. American Trucks	62,112	57,113	61,386	237,642	866,085	931,729
North American Cars and Trucks	212,046	200,443	223,099	898,122	2,879,854	3,450,089

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended May 7, 1983	Week Ended May 8, 1982	Week Ended April 30, 1983	April Total	Jan. 1 to May 8, 1982	Jan. 1 to May 7, 1983
CHEVROLET	17,647	16,762	16,115	65,960	232,313	258,309
DODGE	3,100	2,835	3,055	12,185	45,785	46,307
FORD	19,860	14,384	19,450	71,582	238,883	296,487
GMC	5,111	5,960	5,429	22,858	85,824	88,191
INTERNATIONAL	750	740	1,028	4,104	18,096	16,352
VOLKSWAGEN	.....	421	256	923	6,226	1,933
JEEP	2,290	2,000*	2,926	7,273	29,990	24,865
AM GENERAL	50*	50*	50*	200*	780*	850*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,000*	22,000*	17,000*
Total Trucks, U. S.	49,808	44,152	49,309	189,085	679,897	750,294

CANADIAN TRUCK PRODUCTION

	Week Ended May 7, 1983	Week Ended May 8, 1982	Week Ended April 30, 1983	April Total	Jan. 1 to May 8, 1982	Jan. 1 to May 7, 1983
CHRYSLER CORP.	2,652	2,501	2,708	11,398	35,851	47,650
FORD MOTOR	3,250	3,741	2,781	11,710	46,564	45,764
GENERAL MOTORS	6,180	6,447	6,334	24,510	99,358	85,305
INTERNATIONAL	242	272	254	939	4,415	2,716
Total Trucks, Canada	12,304	12,961	12,077	48,557	186,188	181,435
N. American Trucks	62,112	57,113	61,386	237,642	866,085	931,729

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.